

## Message Text

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ACTION EUR-12

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FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 1349

LIMITED OFFICIAL USE BELGRADE 6034

E.O. 11652: N/A

TAGS: BDIS YO

SUBJECT: TRADE COMPLAINT, ASSOCIATED METALS AND  
MINERALS (A&M) VS. JUGOMETAL

REF : A. STATE 260951 B. BELGRADE 5394

1. EMBOFF REVIEWED CASE WITH JUGOMETAL GENERAL DIRECTOR  
MIODRAG CEPERKOVIC. EMBOFF EXPLAINED THAT A&M HAD  
INFORMED DEPARTMENT OF REPEATED JUGOMETAL CONTRACT  
VIOLATIONS AND REQUESTED USG ASSISTANCE. DEPARTMENT  
HAD ASCERTAINED THAT A&M OFFICIAL COULD VISIT BELGRADE  
IF JUGOMETAL WILLING REACH SETTLEMENT.

2. EMBOFF URGED THAT CEPERKOVIC MAKE EVERY EFFORT TO  
SOLVE THE CASE. RECALLING RECENT CONVERSATION BETWEEN  
AMBASSADOR AND CEPERKOVIC ON DEVELOPING BILATERAL  
ECONOMIC/COMMERCIAL RELATIONS, EMBOFF EXPRESSED  
CONFIDENCE THAT CEPERKOVIC, PARTICULARLY IN HIS CAPACITY  
AS PRESIDENT OF YUGOSLAV-U.S. CHAMBER OF COMMERCE,  
UNDERSTOOD THAT FAILURE TO RESOLVE ANY SUCH MAJOR  
PROBLEM COULD BECOME KNOWN IN U.S. COMMUNITY. THIS  
MIGHT TAINT ATTITUDE OF U.S. COMPANIES TOWARD DOING  
BUSINESS IN YUGOSLAVIA.

3. CEPERKOVIC STATED THAT JUGOMETAL'S SITUATION  
"CHANGING." HE SAW GOOD CHANCE TO FIND SOLUTION  
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SATISFACTORY TO A&M. HE EXPRESSED HOPE, HOWEVER, THAT

A&M COULD WAIT "A LITTLE LONGER."

4. ON MONDAY, DECEMBER 2, CEPERKOVIC STATED, DEPUTY GENERAL MANAGER MILENKO KOVACIC WOULD BE IN TOUCH WITH JUGOMETAL SUBSIDIARY FERROCHIMETAL IN MILAN TO REVIEW COMPANY'S COMMITMENTS. HE SUGGESTED THAT A&M OFFICIAL TELEPHONE KOVACIC TO DISCUSS PROSPECTS FOR SOLUTION AND WHEN A&M REPRESENTATIVE MIGHT USEFULLY VISIT BELGRADE.

5. JUGOMETAL WORKING HOURS ARE 0700 MONDAY, 0700 - 1500 TUESDAY THROUGH FRIDAY. SWITCHBOARD TELEPHONE IS 659-866. KOVACIC'S DIRECT NUMBER IS 643-123.

6. FYI: CEPERKOVIC WILL VISIT U.S. DECEMBER 4-6 TO ADDRESS U.S. - YUGOSLAV ECONOMIC COUNCIL IN NEW YORK DECEMBER 5 AND MAKE SHORT STOPS IN WASHINGTON AND YOUNGSTOWN. HE TURNED ASIDE EMBOFF'S SUGGESTION THAT HE ATTEMPT TO SEE A&M OFFICIAL IN NEW YORK. ASIDE FROM PRICE QUESTION, PROBLEM MAY BE HOW TO SATISFY ALL JUGOMETAL COMMITMENTS INCLUDING TO ENGLEHARD REF B WHICH, WAS SUBJECT OF AMBASSADOR'S CONVERSATION CITED PARAGRAPH 2. IF DEPARTMENT OFFICER ENCOUNTERS CEPERKOVIC AT COUNCIL MEETING DECEMBER 5, WE SUGGEST REINFORCING POINTS MADE BY EMBOFF.  
MILLER

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